

**LAND AUTHORITY GOVERNING BOARD
AGENDA ITEM SUMMARY**

Meeting Date: September 21, 2005

Division: Land Authority

Bulk Item: Yes ☐ No ☒

Contact Person: Chairman Rice

Agenda Item Wording: Chairman Rice – Approval to re-appoint Barbara Neal to the Land Authority Advisory Committee.

Item Background: Ms. Neal is a resident of Lower Matecumbe Key and, in accordance with Section 9.3-6(b) of Monroe County Code, serves as the Middle Keys resident on the Land Authority Advisory Committee. The term of the proposed appointment is three years. Ms. Neal has served two terms on the Committee beginning October 20, 1999 and October 20, 2002.

Advisory Committee Action: N/A

Previous Governing Board Action: The Board approved Ms. Neal's prior appointments on October 14, 1999 and August 21, 2002.

Contract/Agreement Changes: N/A

Chairman's Recommendation: Approval

Total Cost: N/A

Budgeted: Yes ☐ No ☐

Cost to Land Authority: N/A

Source of Funds: N/A

Approved By: Attorney ☒ County Land Steward ☐

Commissioner Approval: *David Rice*
Chairman David Rice

Documentation: Included: ☒ To Follow: ☐ Not Required: ☐

Disposition: _____ **Agenda Item** _____

Barbara Andrews Neal

Summary of qualifications

Skilled at identifying, establishing and maintaining relationships and partnerships to achieve desired corporate results. Abilities include developing marketing strategies and business plans; training staff and business partners through use of seminars and public forums. Knowledgeable in LP, DU, Word, Excel, Loan Handler, & Encompass.

Professional experience

2000 – Present TIB Bank of the Keys Islamorada, Florida

Loan Specialist

Responsible for developing and maintaining relationships with realtors, builders, community groups, and existing bank customers to achieve residential loan goals. Developed Residential Loan training module for non-residential employees.

1999 - 2000 Marine Bank of the Keys Marathon, Florida

Sales Manager

Responsible for increasing the level of customer service and required skills as well as implementing an incentive plan for all employees.

1982 - 1997 Fannie Mae Atlanta, Georgia

Customer Account Manager

Established first satellite sales position for Fannie Mae. Increased Fannie Mae market share in South Florida to majority share of market. Recruited and trained minority owned businesses and increased purchases of low to moderate-income loans. Responsible for overall account management including negotiations of contracts, underwriting variances, and servicing issues. Awards include Top Account Executive, Top Team, President's Award, Chairman's Award, Regional Correspondent Award, and Chairman's National Team Award.

1981- 1982 MGIC Mortgage Company Tampa, Florida

Secondary Market Trader

Developed accounts and facilitated negotiations between buyers and sellers of residential loans in the southeastern United States.

1976 - 1981 PMI Mortgage Insurance Co. Atlanta, Georgia

Account Executive.

Held a variety of positions with responsibilities including Secondary Market Trader and Account Executive, Florida.

Additional professional activities

- Current Chair of Monroe County Land Authority Advisory Committee, appointed by Board of County
- Past member of advisory committee to Florida MBA

- Past member of Blue Ribbon Committee for Affordable Housing in Monroe County
- Past Director and Officer of the Girl Scout Council of Tropical South Florida servicing Dade and Monroe Counties
- Charter President and Director of the South Florida Association of Professional Mortgage Women
- Past Education Chair Greater Miami MBA
- Past member Fannie Mae South Florida Partnership Office Advisory Committee
- Past member, WE WILL REBUILD Advisory Committee following Hurricane Andrew.